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The logic followed for this index was to put each entry under a broad category and then use subheadings for greater specificity. An example might be "Competition, intensity of," or "Performance, organizational." Statistical methods or research designs were indexed if the author(s) included a significant discussion of the technique. The population being studied was also indexed if it was an identifiable group. This included particular industries, types of organizations, nationalities, and occupations. See and See also are intended to refer the user to a different entry or to an additional entry.

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